



news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE:

IMMEDIATELY

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APRIL 1985 SALES FOR THE METAL TREATING INDUSTRY ARE UP 9.4% OVER APRIL 1984 FIGURES

April 1985's billings of \$40.7 million were off 2.1% from the March 1985 total of \$41.6 million.

For the first four months of 1985 the Commercial Heat Treating Industry posted sales of \$159.4 million, up 7.9% from the 1984 total of \$147.8 for this period.

Seven out of nine MTI districts recorded gains over the April 1984 and January-April 1984 totals.

A summary of percentage change by geographic regions follows:

	<u>District</u>	<u>Apr. 85 vs.</u> <u>Apr. 84</u>	<u>Total 1985</u> <u>vs. 1984</u>
1	New England (MA-RI-CT)	23.4	18.3
2	Middle Atlantic (NY-NJ-E.PA-MD)	11.1	7.6
3	South Central (W.PA-OH-IN-KY)	5.5	5.9
4	Michigan	12.4	7.7
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	-4.4	-2.0
6	North Central (IL-WI-MN-MO-IA)	-4.6	-3.3
7	Pacific Coast (CA-AZ-ORE-WASH)	21.7	15.4
8	Southwest (TX-OK-AR-CO-LA-UT)	18.9	24.6
9	Northwest (CANADA)	18.6	19.8

Note: Beginning in April, 1985, District 9 is now composed of Canadian Metal Treating Companies. Northern California, Oregon and Washington companies formerly in District 9 are now in District 7. Canadian companies formerly in Districts 2 and 4 are now found in District 9.

METAL TREATING INSTITUTE
1311 EXECUTIVE CENTER DRIVE, SUITE 200
TALLAHASSEE, FLORIDA 32301
ANALYSIS OF NATIONAL BILLINGS

APRIL, 1985

BILLINGS FOR MONTH

	Total Members ¹	Billings For Month -In Thousands-			Monthly % Of Billings	
		1984	1985	%	1984	1985
Total	300	37173.2	40673.1	9.4	100.0	100.0
Dist. 1	17	1949.7	2406.4	23.4	5.2	5.9
Dist. 2	39	4375.0	4860.8	11.1	11.8	12.0
Dist. 3	59	6560.6	6923.2	5.5	17.6	17.0
Dist. 4	30	5757.8	6471.1	12.4	15.5	15.9
Dist. 5	23	1478.9	1413.1	-4.4	4.0	3.5
Dist. 6	46	7855.2	7490.0	-4.6	21.1	18.4
Dist. 7	28	5110.1	6252.6	22.4	13.7	15.4
Dist. 8	27	2671.4	3177.7	18.9	7.2	7.8
Dist. 9	9	1414.5	1678.2	18.6	3.8	4.1
Foreign	22					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1984	1985	%	1984	1985
Total	147765.3	159391.7	7.9	100.0	100.0
Dist. 1	7622.6	9015.0	18.3	5.2	5.7
Dist. 2	17807.8	19168.8	7.6	12.1	12.0
Dist. 3	25335.4	26835.2	5.9	17.1	16.8
Dist. 4	24147.7	26008.8	7.7	16.3	16.3
Dist. 5	5894.1	5775.4	-2.0	4.0	3.6
Dist. 6	31417.7	30380.5	-3.3	21.3	19.1
Dist. 7	19599.2	22619.9	15.4	13.3	14.2
Dist. 8	10201.4	12713.4	24.6	6.9	8.0
Dist. 9	5739.5	6874.6	19.8	3.9	4.3

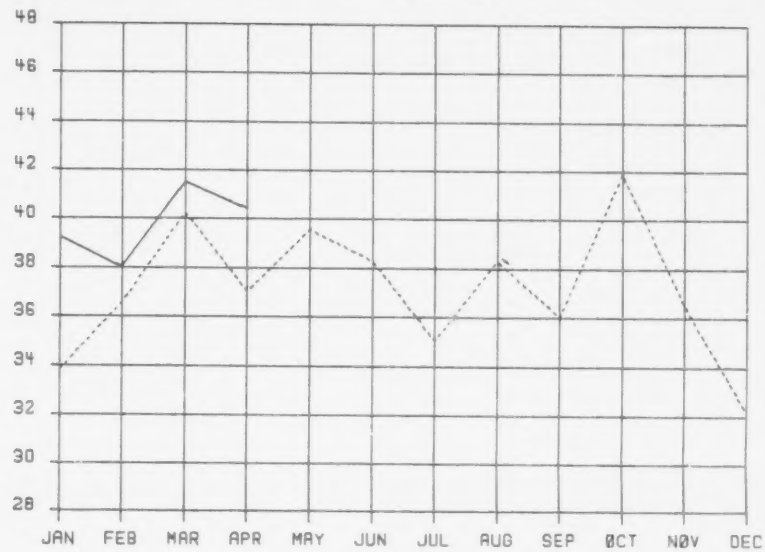
¹ Total MTI membership including firms that do not participate in monthly analysis.

NOTE: Beginning with the April, 1985 analysis, District 9 only contains Canadian members. Districts 2 and 4 gave up Canadian members to the new District 9. District 7 gained the nonCanadian members formerly in District 9. All data for these four Districts have been reanalyzed. The tables and graphs reflect the new composition of these four districts.

MILLIONS

NATIONAL BILLINGS

1984 - - - -
1985 ————



Gain or Loss
% Change

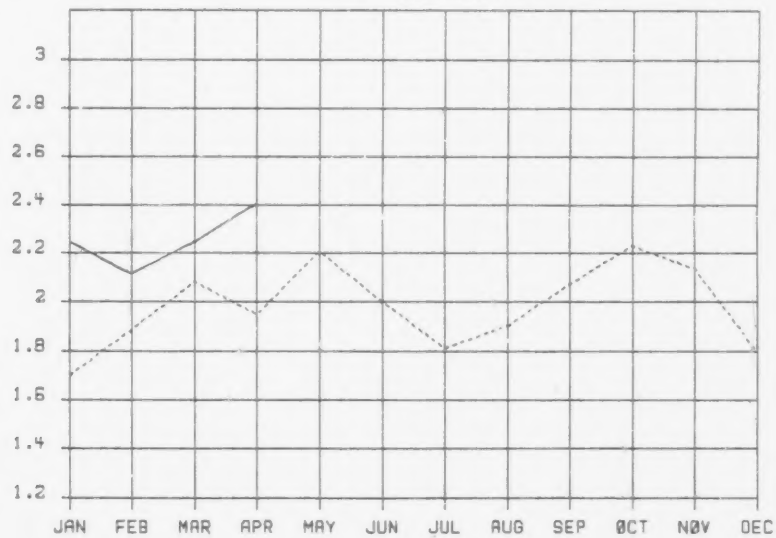
Monthly
Cumulative

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Monthly	16.1	4.0	3.1	9.3								
Cumulative	16.1	9.8	7.4	7.9								

MILLIONS

DISTRICT 1
MASS.-R.I.-CONN.

1984 - - - -
1985 ————



Gain or Loss
% Change

Monthly
Cumulative

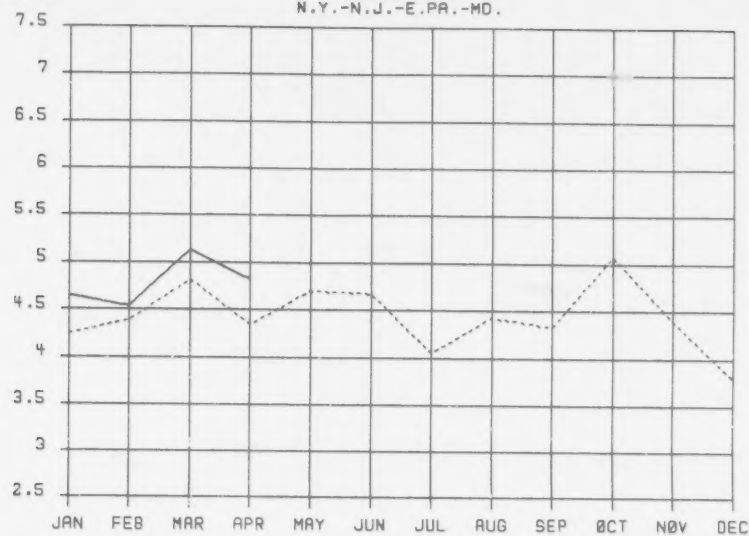
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Monthly	32.1	12.0	7.8	23.4								
Cumulative	32.1	21.6	16.5	18.3								

MILLIONS

DISTRICT 2
N.Y.-N.J.-E.PA.-MD.

1984 - - - -

1985 ————

Gain or Loss

Monthly

% Change

Cumulative

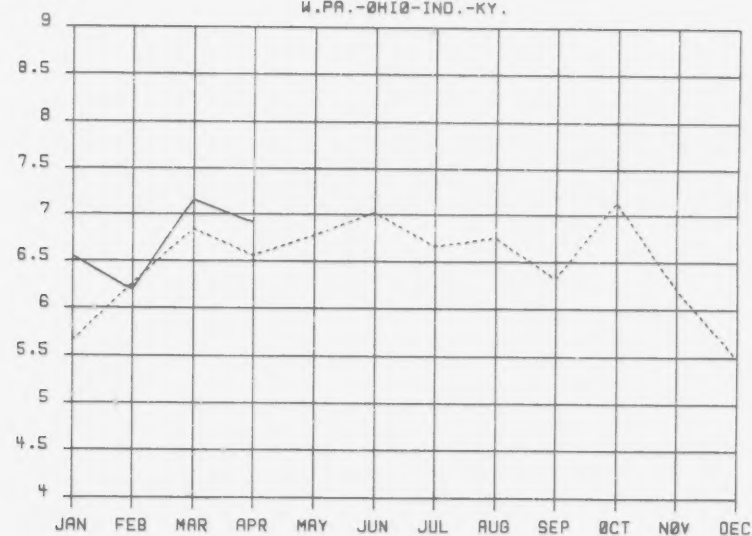
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Monthly	9.6	3.5	6.6	11.1								
Cumulative	9.6	6.5	6.5	7.6								

MILLIONS

DISTRICT 3
W.PA.-OHIO-IND.-KY.

1984 - - - -

1985 ————

Gain or Loss

Monthly

% Change

Cumulative

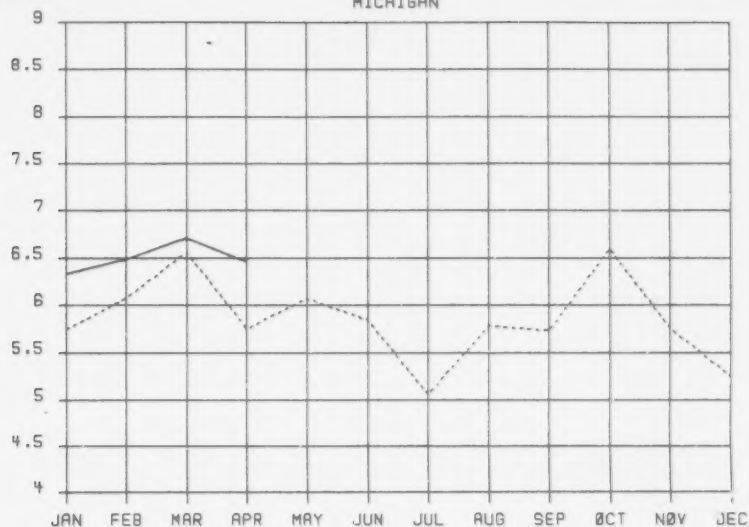
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Monthly	15.8	-1.1	4.6	5.5								
Cumulative	15.8	6.9	6.1	5.9								

MILLIONS

DISTRICT 4
MICHIGAN

1984 - - - -

1985 ————



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
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Gain or Loss

Monthly

10.2 6.7 2.3 12.4

% Change

Cumulative

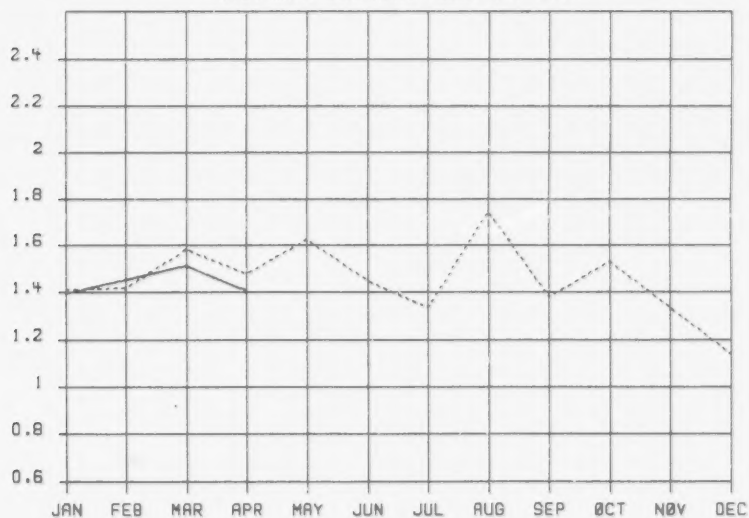
10.2 8.4 6.2 7.7

MILLIONS

DISTRICT 5
N.C.-S.C.-GA.-ALA.-TENN.-VA.-FL.

1984 - - - -

1985 ————



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
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Gain or Loss

Monthly

-1.2 2.5 -4.5 -4.4

% Change

Cumulative

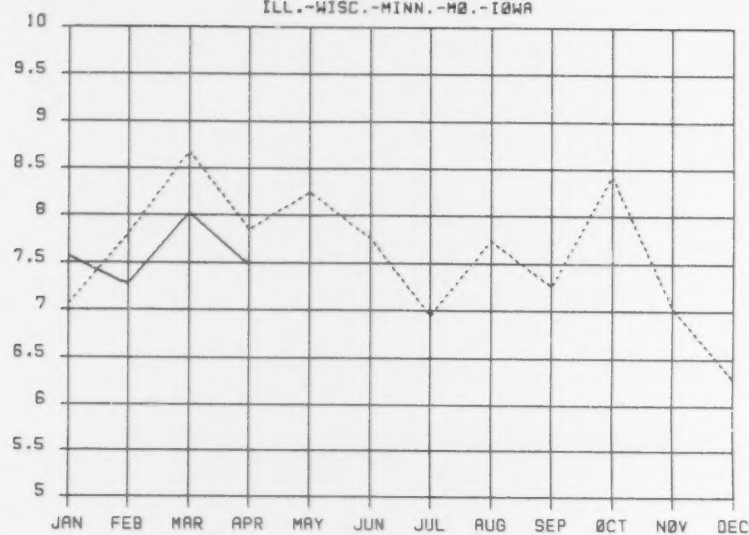
-1.2 0.7 -1.2 -2.0

MILLIONS

DISTRICT 6
ILL.-WISC.-MINN.-MO.-IOWA

1984 - - - -

1985 - - - -

Gain or Loss

Monthly

% Change

Cumulative

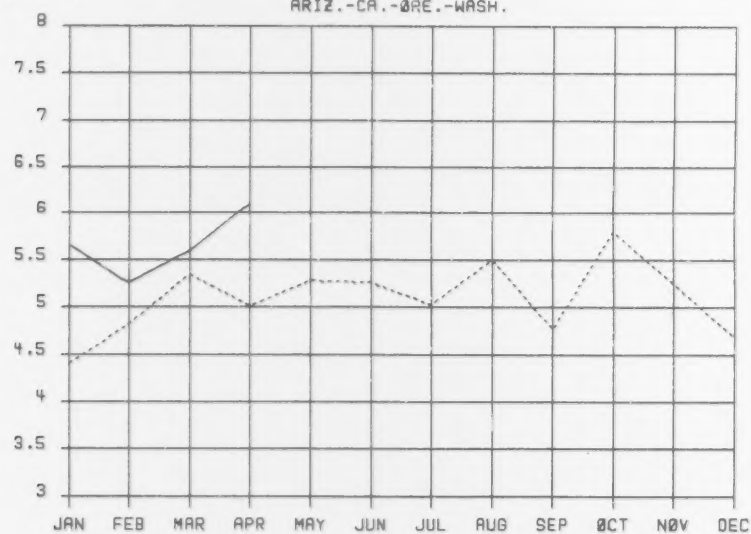
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	7.2	-6.7	-7.5	-4.6								
% Change	7.2	-0.1	-2.9	-3.3								

MILLIONS

DISTRICT 7
ARIZ.-CA.-ORE.-WASH.

1984 - - - -

1985 - - - -

Gain or Loss

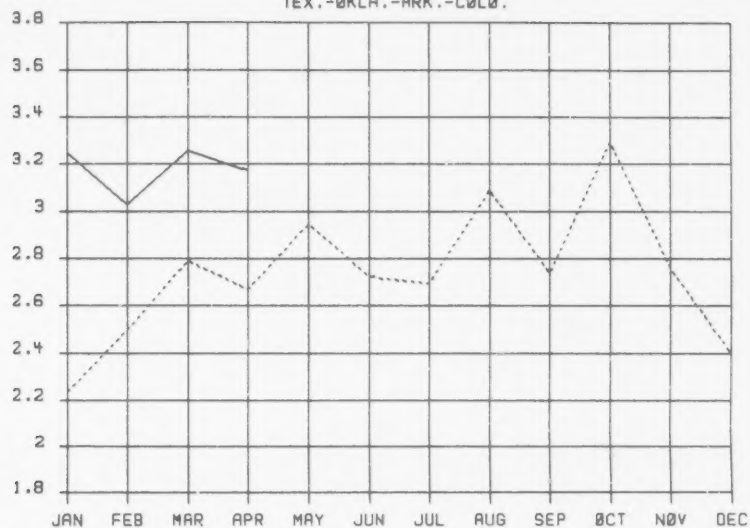
Monthly

% Change

Cumulative

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	28.4	9.0	4.7	21.7								
% Change	28.4	18.2	13.3	15.4								

MILLIONS

DISTRICT 8
TEX.-OKLA.-ARK.-COLO.1984 - - - -
1985 - - - -Gain or Loss

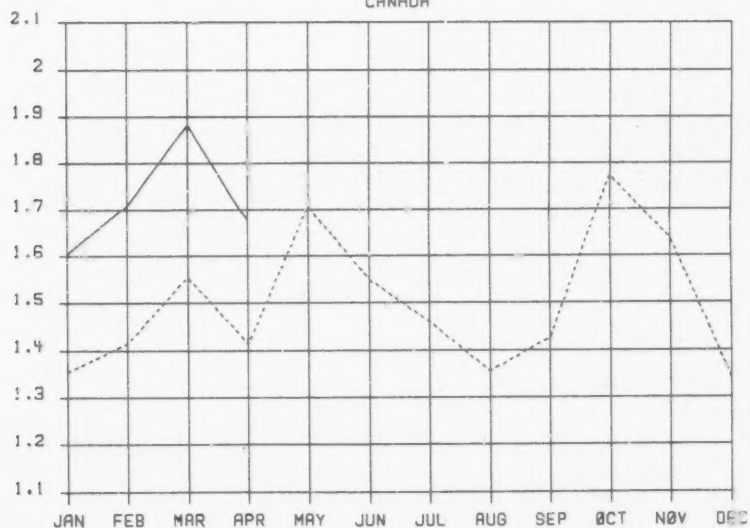
Monthly

% Change

Cumulative

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	45.2	21.2	16.7	18.9								
% Change	45.2	32.5	26.6	24.6								

MILLIONS

DISTRICT 8
CANADA1984 - - - -
1985 - - - -Gain or Loss

Monthly

% Change

Cumulative

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	18.5	20.7	21.1	18.6								
% Change	18.5	19.6	20.1	19.8								